Message Text

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E.O. 11652 N/A

TAGS BEXP, GR

SUBJECT: THESSALONIKI FAIR - 1979; ESTIMATED COST OF U.S.

PARTICIPATION

REF: CORRO/SEMAKIS TELECON OF JULY 13, 1978

1. AS NOTED DURING REF TELECON, POST BELIEVES "RECREATION AND LEISURE" WOULD BE AN EXCELLENT THEME FOR A U.S. EXHIBITION AT THE THESSALONIKI COVERING AN INDOOR SPACE OF 870 SQUARE METERS TO INCLUDE 30 BOOTHS FOR U.S. PARTICIPATING FIRMS; A U.S. TRADE DEVELOPMENT CENTER; AN AREA FOR POSSIBLE ICA USE; AND SPACE TO PUT U.S. CARS ON DISPLAY. FOR PLANNING PURPOSES AND IN REPONSE TO THE DEPARTMENT OF COMMERCE'S REQUEST, WE HAVE DRAWN UP THE FOLLOWING ROUGH ESTIMATES ON THE COST FOR MOUNTING A U.S. EXHIBITION AT THE FAIR.

2. A) INDOOR SPACE \$31,000

B) CONSTRUCTION OF BOOTHS AND GENERAL

IMPROVEMENT WORK \$55,000

C) ADMINISTRATIVE EXPENDITURES, INCLUDING

AN AMERICA DAY RECEPTION; PERSONNEL

SALARIES; UTILITIES; MAINTENANCE;

CLEANING; ETC. \$22,000

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TOTAL \$108,000

WE ANTICIPATE AN INCOME OF APPROXIMATELY \$60,000 FROM THE SALE OF 30 BOOTHS TO PARTICIPATING FIRMS (\$2,000 PER BOOTH) LEAVING A DEFICIT OF APPROXIMATELY \$48,000 WHICH WASHINGTON AGENCIES WOULD HAVE TO FUND.

3. WHILE THE ABOVE COSTS ARE VERY ROUGH ESTIMATES, THEY ARE CASED ON OUR EXPERIENCE WITH PREVIOUS THESSALONIKI FAIRS AND CAN THEREFORE BE CONSIDERED GOOD "BALL PARK" FIGURES.
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